

EXHIBIT “A”

Estimated Cash Flow

	2022	2023	2024	2025
Sales	24,629	1,060,384	2,045,576	3,045,009
CASH INFLOWS				
Collections	16,419	1,007,418	2,028,076	2,204,437
Transfer In / (Out)	-	-	-	-
Other Income	-	-	-	-
Operating Cash Inflow	16,419	1,007,418	2,028,076	2,204,437
CASH OUTFLOWS				
Product:				
Inventory Purchases	112,800	112,800	187,800	263,400
Production Labor	75,200	52,760	147,640	122,840
Fullfillment/Freight/Shipping	3,804	22,802	35,949	33,527
Sales Tax	-	67,643	148,440	166,921
Product R&D/Testing	5,000	30,000	32,500	20,000
Total Product	196,804	286,005	552,330	606,688
Personnel				
Salaries/Wages/Benefits	87,333	511,598	646,761	546,652
Professional Fees	162,800	211,652	124,620	93,289
Total Peresonnel	250,133	723,250	771,381	639,941
Facilities:				
Rent	9,375	22,500	22,500	16,875
Inventory Storage	2,121	5,789	6,589	5,503
Total Facilities	11,496	28,289	29,089	22,378
Other:				
Insurance	-	10,329	12,911	16,138
IT & Phone	1,000	9,600	7,700	4,000
Sales & Marketing	13,368	158,976	275,913	269,632
Office Supplies	600	3,600	7,400	6,300
Software Licenses	252	2,082	2,898	1,968
Income Taxes	-	-	-	17,545
Other Expense	1,368	98,976	200,913	218,632
Total Other	16,589	283,563	507,735	534,216
Operating Cash Outflow	475,023	1,321,107	1,860,535	1,803,223
Net Operating Cashflow	(458,604)	(313,690)	167,541	401,214
Financing Costs				
Creditor Payoff Term Loan - Principal Payment	-	-	-	-
Creditor Payoff Term Loan - Interest Expense	-	8,589	37,218	25,766
LOC Interest Expense	3,168	34,433	52,037	41,715
LOC Payment / (Draw)	(455,739)	(364,752)	(63,935)	-
EIDL Term Loan - Principal Payment	-	2,930	3,595	2,576
EIDL Term Loan - Interest Expense	-	5,111	5,908	4,003
Total Financing	(452,572)	(313,690)	34,824	74,060
Net Cashflow	(6,032)	-	132,718	327,154
Cash Roll				
Beginning Cash	6,032	-	-	-
Net Cash Before LOC	(461,771)	(364,752)	68,783	327,154
LOC Draw / (Payment)	455,739	364,752	63,935	-
Creditor Distribution	-	-	(132,718)	(327,154)
Ending Cash	-	-	-	-
Line of Credit				
Beginning Balance	-	455,739	820,492	884,426
Less: LOC Payment	-	(45,905)	(140,371)	(154,888)
Plus: LOC Draw	455,739	410,657	204,305	154,888
Ending LOC Balance	455,739	820,492	884,426	884,426

Estimated Income Statement

	2022	2023	2024	2025
Sales	24,629	1,060,384	2,045,576	3,045,009
Sales Tax	(2,032)	(87,482)	(168,760)	(251,213)
Fullfilment/Freight/Shipping	(4,846)	(23,650)	(35,477)	(47,475)
Net Revenue	17,751	949,253	1,841,339	2,746,321
COGS	4,230	180,934	340,366	537,195
Gross Profit	13,521	768,319	1,500,973	2,209,126
<i>Gross Margin</i>	<i>76%</i>	<i>81%</i>	<i>82%</i>	<i>80%</i>
Salaries/Wages/Benefits	87,333	511,598	646,761	710,648
Professional Fees	191,000	185,652	123,520	140,689
Inventory Storage	2,121	5,789	6,589	7,551
Rent	18,750	45,000	45,000	45,000
Insurance	-	10,329	12,911	16,138
Software Licenses	378	2,172	2,682	2,952
Product R&D/Testing	7,500	30,000	30,000	30,000
Office Supplies	900	3,900	7,500	8,400
IT & Phone	1,500	9,600	7,200	6,000
Sales & Marketing	20,463	166,038	276,558	376,501
Other Expense	2,463	106,038	204,558	304,501
Total Operating Expense	332,409	1,076,116	1,363,278	1,648,380
Interest Expense	3,168	39,543	57,945	45,718
Income Taxes	-	-	17,545	113,306
Net Income	(322,055)	(347,341)	62,205	401,722